

## Message Text

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50

ACTION ARA-20

INFO OCT-01 ISO-00 EB-11 AID-20 CIAE-00 COME-00 FRB-02

INR-10 NSAE-00 RSC-01 TRSE-00 XMB-07 OPIC-12 SPC-03

CIEP-02 LAB-06 SIL-01 OMB-01 USIA-15 DRC-01 /113 W

----- 079409

R 061350Z FEB 74

FM AMEMBASSY SANTIAGO

TO SECSTATE WASHDC 7381

UNCLAS SANTIAGO 0589

EO 11652: N/A

TAGS: BEXP, CI

SUBJ: FY 1974 COMMERCIAL ACTION PROGRAM (CAP) CHILE

REF: (A) STATE 21487; (B) SANTIAGO 6158; (C) SANTIAGO 5984

1. EMBASSY ACCEPTS NEW WORDING OF OBJECTIVE ONE, CAP-CHILE  
AS PROPOSED REFTEL (A).

2. DO NOT CONSIDER FEASIBLE, HOWEVER, PROPOSAL OF FEBRUARY 28  
DEADLINE FOR EMBASSY SUBMISSION TWO ADDITIONAL OBJECTIVES CALLING  
FOR INCREASED SALES OF SPECIFIC US PRODUCT OR SERVICE. GOC HAS  
NOT DEVELOPED FIRM PRIORITIES FOR ALLOCATION SCARCE FX AMONG  
MYRIAD DEMANDS AND UNLIKELY TO DO SO DURING FEBRUARY VACATION  
PERIOD. AS INDICATED BY EMBASSY'S TRADE OPPORTUNITY REPORTING,  
GOVERNMENT ORGANIZATIONS ALONE HAVE URGENT NEED FOR IMPORTS  
VALUED IN EXCESS OF BILLION DOLLARS DURING CY 1974. OBVIOUSLY,  
NOT ALL NEEDS CAN BE FILLED AND, TO GREAT EXTENT, GOC LIKELY TO  
SET PRIORITIES BASED ON GOC ESTIMATE OF POSSIBILITY OF OBTAINING  
CREDITS. IN OTHER WORDS, BEST CHANCE FOR INCREMENTAL SALE  
GOING TO U.S. SUPPLIER NOT SIGNIFICANTLY DEPENDENT ON FURTHER  
MARKET ANALYSIS BY EMBASSY BUT RATHER ON SIZE AND TIMING OF US  
CREDIT AVAILABILITIES.

3. AS INDICATED IN CAP'S OBJECTIVE ONE, ACTION THREE,  
EMBASSY ALREADY INITIATED SURVEY OF HISTORICAL TOTALS AND U.S.  
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SHARES OF CHILEAN IMPORTS OF PRODUCTS OF U.S.TARGET INDUSTRIES.

TARGET DATE FOR COMPLETION SET FOR MARCH 31 AS REASONABLE ESTIMATE OF TIME NEEDED BY BUSY AND/OR VACATIONING GOC AGENCY TO PROVIDE DATA NEEDED. WHEN THIS DATA ANALYZED, PROPOSAL FOR ADDITIONAL OBJECTIVES MAY BE FEASIBLE. THEREFORE, SUGGEST DEADLINE FOR NEW OBJECTIVES TO BE SET FOR APRIL 30, 1974.

4. EMBASSY APPRECIATES ACTION STAFF'S OFFER OF ASSISTANCE FOR SPECIAL SUPPORT ON MATTERS OF IMPORTANCE.  
THOMPSON

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 06 FEB 1974  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1974SANTIA00589  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** n/a  
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**Handling Restrictions:** n/a  
**Image Path:**  
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**Line Count:** 70  
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**Office:** ACTION ARA  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:**  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** (A) STATE 21487; (B) SANTIAGO 6158; (C) SANTIAGO 5984  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** elyme  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 04 MAR 2002  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <04 MAR 2002 by bryansd0>; APPROVED <26 NOV 2002 by elyme>  
**Review Markings:**

Declassified/Released  
US Department of State  
EO Systematic Review  
30 JUN 2005

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** FY 1974 COMMERCIAL ACTION PROGRAM (CAP) CHILE  
**TAGS:** BEXP, CI  
**To:** STATE  
**Type:** TE  
**Markings:** Declassified/Released US Department of State EO Systematic Review 30 JUN 2005